The One Thing to Know
about Computers.

ComputerLand®

We've really been busy since our last Newsletter. On top of our usual end-of-financial-year rush, we relocated our Learning Centre to a much larger room above the Showroom. The old classroom has been turned into a customer support room where can set up and test systems and give people their initial training.

The new software product of the moment has to be Lotus' Jazz for the Macintosh. Jazz' combination of spreadsheet, graphics, word processing, database and communications turns the Macintosh into the powerful business computer that we knew it had the potential to be.

On the hardware front, the big news is the Commodore PC10. The PC10 is a low cost, IBM-compatible business computer. It comes with 256K of main memory and dual floppy disks. A hard disk version will be available soon. Those of you who have come to appreciate the reliability of Commodore's business computers but would like access to the vast range of IBM software, should certainly give the PC10 some serious consideration.

The other exciting news is Telecom's launch of its Viatel data communications network. Viatel is just what was needed for computer communications to really take off in Australia. If you are interested in getting into this field, have a look at Mary's article later in the Newsletter.

We have a lot of new customers since our last Newsletter, so we've included a brief re-introduction of ourselves in this issue. We've also reached a size at which we no longer have room for everyone to contribute an article to every Newsletter. Those whose names are missing as authors are still contributing to production and distribution, so our thanks still go to the entire team for their efforts.

Peter Thorogood

Just Learning

with Jill

INTRODUCTION TO COMPUTERS FOR BUSINESS

This course has been revised and updated to include lots of "hands-on" practice. It is proving extremely popular and is a must for anyone thinking of purchasing a computer for their business, needing some help in setting up a business computer system or just interested in seeing how computers can be used in business.

The course is held on one day per week over four consecutive weeks. Each days sessions cover a different topic - word processing, data management, spreadsheets and computer accounting.

The course may be taken as a whole - or you can take individual modules, if you are interested solely in, say, data management.

The next course is scheduled for Thursdays, 17 and 24 September, and 1 and 8 October.

INTRODUCTION TO PROGRAMMING (Evening)

The next programming course for adults will be on Tuesday evenings commencing on 17 September.

Booking are now being taken for the next series of school holiday classes. These are always popular, so get your booking in early.

Dates and times are:

INTRODUCTION TO PROGRAMMING for Primary Students:
10am - noon daily from Tuesday 27 to Friday 30 August.

INTRODUCTION TO PROGRAMMING for High School Students
2 - 5pm daily from Monday 26 to Friday 30 August.

If you are interested in any of these courses, or training on another particular topic, ring to arrange the time to suit you (day or evening).

Modem Mania

by Mary

I want to put you in touch with a piece of equipment designed to keep you in touch - the **MODEM**. A modem is a device which lets your computer use the telephone to communicate with another computer.

You can send and recieve messages, programs, graphs and information in many forms. Basically, the modem (short for **mod**ulator/ **dem**odulator) transforms data into an analog signal suitable for transmission over the telephone line, and another modem at the other end retrieves the data to its "original" form. So who needs Australia Post now?

Modems come in various shapes, and sizes and can operate at a variety of speeds usually measured in baud.

Before you rush in and order your modem consider what you intend doing with it. The type of modem you select must be able to operate at the correct speeds for the connection you want to establish.

If, for example, you want to link into the new VIATEL system set up by telecom, you will need a modem capable of receiving at 1200 baud and transmitting at 75 baud.

The services offered through VIATEL include airline and motel reservations, ordering goods, sending messages to other users and linking into some banks.

Other local and overseas information centres are available. Many of these cater for special interest groups, such as doctors, lawyers, farmers, architects and many more. To access these, you must first establish an account with the owner of the centre. You are allocated a password and then the owners of the database are able to bill you for any time you spend roaming around their information.

Lets look at the sort of modems you might buy:

First, for the **IBM**'ers and Commodore PC 10 (welcome to you) we can recommend the PC/In-Modem. This is a multi-function "super smart" modem which automatically selects 300 baud or 1200/75 baud speeds as appropriate.

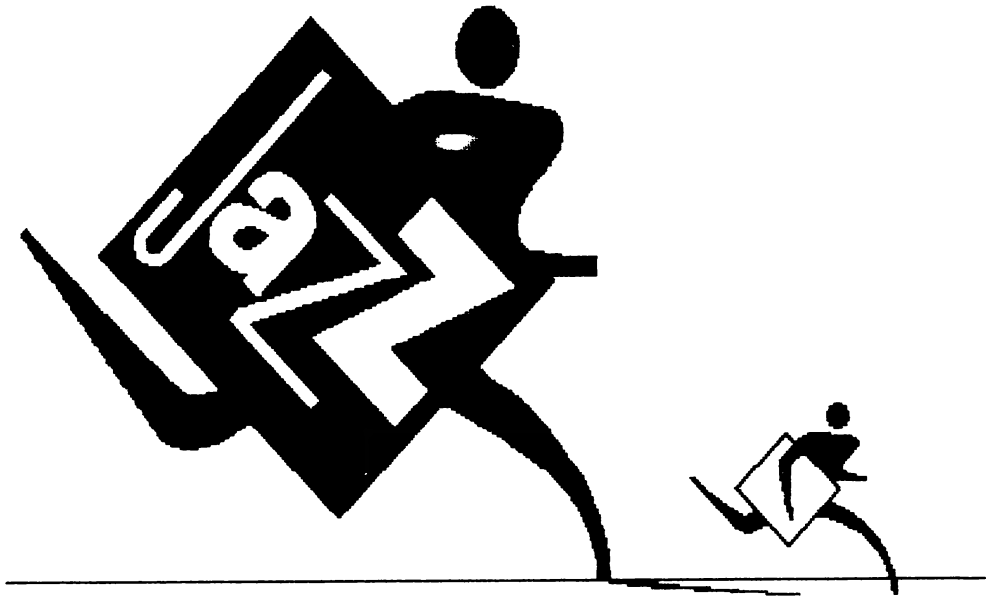
Your In/Modem will automatically dial automatically answer and disconnect as required. This means you can dial your unattended office computer from your other PC at home. The most popular way of purchasing the PC/In-Modem is in a starter pack,with Videotex and Crosstalk software, for $995.

The **Apple** folk (IIe, IIc and Macintosh) will need to consider the Apple Modem 1200, which can also operate at both 300 and 1200/75 baud. The best way to purchase the modem is as a pack containing the Viatel software, which retails at $795. If you need to talk to other computers, including many larger computers, you may need additional software to match your particular Apple. The Apple Modem 1200 (clever thing!) can dial and answer the phone for you and is a very smart accessory in more ways than one.

For the **Commodore 64** owner wanting a modem now, I would suggest the Microtex 666, which is an external modem incorporating a phone. It is able to operate at 300 or 1200/75 baud and retails for $399. It's a budget modem; so you will have to dial and answer it yourself and it lacks some of the features of the other modems, such as sophisticated error checking. However, it is still good value for money.

(Rumour has it that Commodore will be releasing their own modem within about six weeks. The price is expected to be around $299.)

There are, of course, many more modems available, and the above may not be suitable for your needs, so talk to us first. You may be surprised what doors your new accessory may open for you.

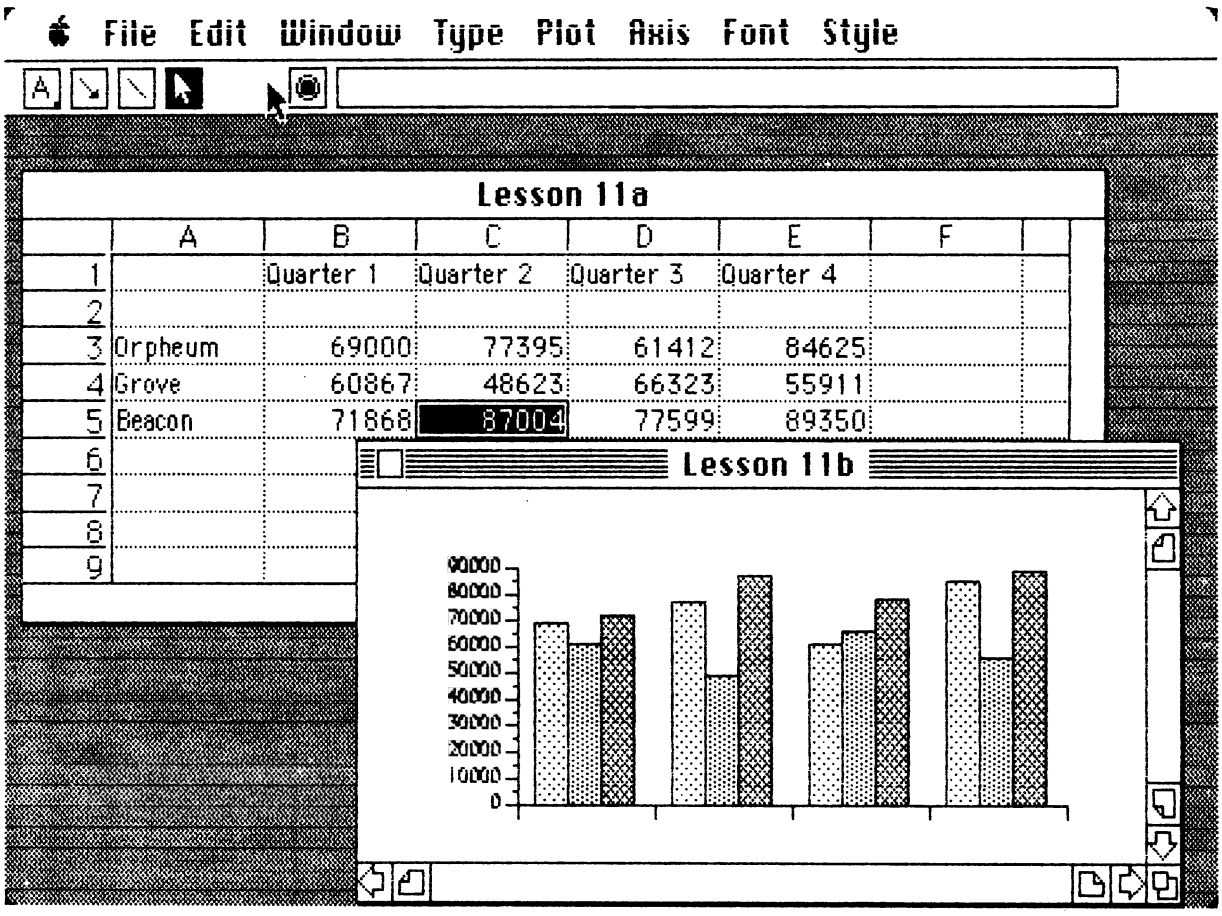


Five keys to business success.
That's JAZZ from Lotus.

Jazz provides you with
a comprehensive set of
business tools.

- Worksheet
- Graphics
- Database
- Communications
- Word Processing

Use them alone or in any combination.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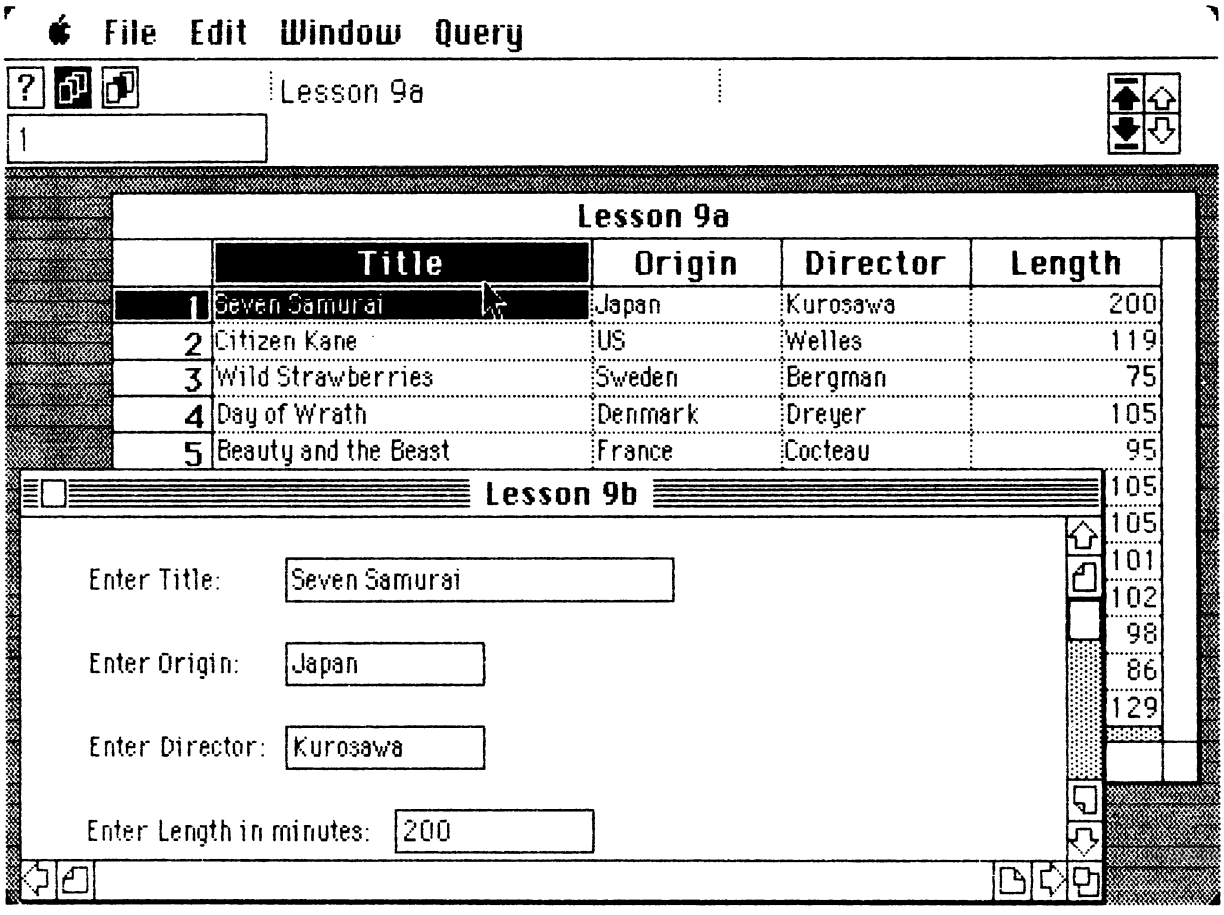
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TECH TALK

with Bruce

When Youre Hot, Youre Hot!

The days of having a special air-conditioned room for your computer have gone. As technology advances, computer systems are more tolerant to changes in temperature.

Current computers use L.S.I. (Large Scale Integration) technology. This is the process of combining multiple sets of logic functions and installing them all onto the one chip. Less power is required to drive the integrated circuits and less physical room is required on the logic board. Thus computers now have smaller interface cards and power being supplied to them via sophisticated and very stable power supplies.

Your computer system will operate most efficiently by switching on in the morning and switching off in the evening. (If you have a hard-disk, don't forget to PARK your disk before switching off.) This way your system will remain at the correct operating temperature for a long period of time.

So don't go placing a heater under your computer or fitting your computer room with an air-conditioner. Simply leave it be, let it operate in an enviroment of its own at ambient temperatures.

However, heat problems can still occur.

Heat is often the cause of those intermittent faults which make a technician go bald. For example, when that gremlin appears within your computer after about two hours use; or when your computer won't function when you first switch on and then, half an hour later, its perfectly OK!

These problems are due to HEAT. Most of the time it is an L.S.I. chip which has unfortunately failed, drawing a large current from the power supply and getting very hot.

Until next time ...

BARGAIN CORNER

If you haven't been getting the full benefit from your computer because you haven't upgraded it to its full capacity - now's your chance!

But note: These are some of our best specials ever and we have strictly limited stock. So don't delay!

For IBM

You probably bought your computer to save time. If you're spending that time shuffling floppies, we'll give you the full retail price of your floppy drive as a trade-in on a **Qubie or Tallgrass hard disk**. The hard disks start from just $2,995 for 20M bytes before the trade-in. Work out how much time not having a hard disk is costing you and you'll realise you can't afford not to upgrade.

If you're missing out on some of the powerful new programs because you don't have enough **memory**, now's the time to get yourself a memory expansion board. If you purchase any memory board or multifunction card containing 64K, we'll add **192K FREE**!

For MacIntosh

Add an add-on **disk drive.** And we'll give you a **FREE chess program** (worth $80)!

For Apple II

Now there's no excuse for struggling with 40 columns on an Apple II+ or Apple IIe. We have a limited number of **Vision 80 cards for just $50**! I'll repeat that in case you think it's a misprint - they're normally $350, but we have a limited number for $50!

For Commodore

If you haven't got a disk drive yet, now's the time! We currently have disk drives at $50 off the regular price - and if you show us your Passport we'll give you a disk program to get you started.

Magazines

We can't decide whether you want to buy computer magazines from ComputerLand or not. **So we've drastically reduced the price of all our magazines - to about half what you'd pay at the newsagents!** If you support us by buying magazines from ComputerLand, we'll continue to keep our prices really low - otherwise, we'll probably give up on magazines altogether.

So, if you want to save money on magazines in future, let us know by saving some money now!

Steve's Bookshelf

Lotus 1-2-3 at Work

This is a book designed for both the novice and the experienced user of this most popular software package. It begins with the basic principles of creating and changing worksheets, giving many practical examples and exercises that may be entered into a computer.

There are also sections on some of the more powerful features of Lotus 1-2-3, such as creating and using keyboard macros, data commands, graphing and the interaction with the other programs. Although this book was written for Lotus 1-2-3, owners of other spreadsheets may find it a useful source of idea's for new or different worksheets.

This book may not have the solution to all your problems, but it should answer many questions along the way.

Introducing the Apple IIc

So you've purchased an Apple IIc, that's the easy part. The hard part is finding the answer to "What can it do for me ?" No single book can answer this question completely. What this book does provide is an introduction to the many built-in and add-on features of the IIc.

Topics include compatibility with other Apples, hardware options, packaged software, Applesoft Basic and other programming languages. There is even a section on communications, covering modems, database and networking. An ideal starting point for those interested in making full use of their Apples.

Commodore 64 Tune-up

We have all heard about the whiz kids who computerise their bedrooms. This book is the ideal starting point for enthusiasts who want to do more with their C-64. There are sections on programming the I/O ports, controlling relays, controlling several LED's simultaneosly, and so on.

With this book and your C-64 you may even be able to build your own 'KIT' car.

The ComputerLand Team

ComputerLand on the Central Coast has grown from three staff when it opened in late 1982 to eight. It is owned by Peter Thorogood and Mary Hendriks. As we have a lot of recent new customers, we'd like to re-introduce our team to you:

Peter Thorogood is responsible for the overall direction of ComputerLand/ Central Coast. He has about 16 years computer experience. Before coming to Gosford, he was responsible for computerising several Government organisations, including the Department of Administrative Services, the Electoral Office, the Federal Police, the Survey Office and the Government Printer. He has worked as a computer consultant for the Public Service Board and as a programmer and systems analyst for BHP.

Mary Hendriks, B.Sc. is the Manager of ComputerLand/Central Coast. Mary, too, has about 16 years experience in the computer industry - ranging from programming large computers for the Australian Government, through working on minicomputers in Europe to running her own contract programming business. She has been working professionally with micro-computers since they first became available in Australia in about 1979.

Bruce Cook, J.P. is ComputerLand's Service Manager. He learned his trade with KDG Instruments in Sydney and has been with ComputerLand since it opened in Gosford. One indication of Bruce's expertise is that technicians from other stores call him for advice when they have a difficult problem.

Stephen Medlicott, B.Ec. is responsible for training in the ComputerLand Learning Centre. His qualifications in accountancy and computing and his experience since joining ComputerLand are rapidly turning him into an expert on microcomputer software.

Bob Vance is ComputerLand's senior sales consultant and is responsible for out-of-store sales. Bob has almost 30 years experience advising small businesses on their computer and office equipment needs.

Jill Everard is responsible for in-store sales and administration. Before joining ComputerLand, Jill had about six years computer industry experience working for Commodore and Tektronix.

Pete Birkle worked for Tandy before joining ComputerLand as a technician. He has since been given wider responsibilities in Customer Support, which includes training as well as providing in-store technical advice.

Adam Bond recently joined the ComputerLand team as junior technician. Adam is a self-taught Apple expert.

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